

| Hospital                          | City / Town  | County       | Teaching Status [1] | Fiscal Year End | Number of Months Data |                            |                              |
|-----------------------------------|--------------|--------------|---------------------|-----------------|-----------------------|----------------------------|------------------------------|
| Falmouth Hospital                 | Falmouth     | Barnstable   | Nonteaching         | 09 / 30         | 9                     |                            |                              |
| Financial Performance Indicators  | FY02         | FY03         | FY04                | FY05            | FY06 Q3               | MA Industry Median FY06 Q3 | NorthEast US Median FY04 [2] |
| <b>Profitability</b>              |              |              |                     |                 |                       |                            |                              |
| Operating Margin                  | 6.60%        | 3.02%        | 0.01%               | 1.71%           | 3.03%                 | 1.43%                      | not available                |
| Non-Operating Margin              | 0.82%        | 0.30%        | 0.22%               | 1.07%           | 0.86%                 | 1.30%                      | not available                |
| Total Margin                      | 7.43%        | 3.32%        | 0.22%               | 2.79%           | 3.89%                 | 3.17%                      | 2.08%                        |
| Operating Surplus (Loss)          | \$6,254,265  | \$3,127,467  | \$8,887             | \$2,043,898     | \$2,860,307           | ---                        | ---                          |
| Total Surplus (Loss)              | \$7,033,846  | \$3,433,685  | \$239,500           | \$3,325,305     | \$3,667,373           | ---                        | ---                          |
| <b>Liquidity</b>                  |              |              |                     |                 |                       |                            |                              |
| Current Ratio                     | 1.92         | 1.72         | 2.54                | 3.05            | 2.18                  | 1.48                       | 1.68                         |
| Days in Accounts Receivable       | 71.62        | 67.07        | 61.13               | 55.77           | 45.32                 | 39.39                      | 49.17                        |
| Average Payment Period            | 50.22        | 89.16        | 40.77               | 56.63           | 40.43                 | 47.71                      | 63.4                         |
| <b>Solvency/Capital Structure</b> |              |              |                     |                 |                       |                            |                              |
| Debt Service Coverage (Total) [3] | 5.13         | 3.20         | 2.23                | 3.28            | ---                   | ---                        | 3.11                         |
| Cashflow to Total Debt [4]        | 24.40%       | 13.60%       | 11.00%              | 19.52%          | ---                   | ---                        | 16.38%                       |
| Equity Financing                  | 54.96%       | 53.05%       | 59.67%              | 69.38%          | 63.39%                | 40.35%                     | 47.45%                       |
| <b>Other</b>                      |              |              |                     |                 |                       |                            |                              |
| Total Net Assets                  | \$54,803,120 | \$60,627,408 | \$62,823,111        | \$94,923,845    | \$64,722,697          | ---                        | ---                          |
| Assets Whose Use is Limited       | \$27,496,683 | \$26,644,868 | \$27,404,835        | \$34,186,726    | \$24,630,416          | ---                        | ---                          |
| Net Patient Service Revenue [5]   | \$90,674,466 | \$99,957,560 | \$103,226,543       | \$114,337,355   | \$90,030,578          | ---                        | ---                          |

### FY06 Q3 Filing based on hospital's UNAUDITED internal financial statements.

Data Sources: FY02 - FY06 Q3 data drawn from DHCFF quarterly and annual filings.

CAVEATS: FY02 data is unaudited but reviewed by the Division for consistency with the Audited Financial Statements. FY03-FY05 annual data is reconciled to Audited Financial Statements for most hospitals. DHCFF filings may not reflect all of the financial resources available to the hospital -- for example, resources available through associations with foundations or parents/affiliates. Financial information must be interpreted within the context of other factors, including, but not limited to, management plans, reimbursement changes, market behavior, and other factors affecting performance.

Comments: Hospitals may also submit comments which further explain or clarify specific data items. Any such disclosures are shown below.

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#### Notes:

[1] According to the Medicare Payment Advisory Commission (MEDPAC), a major teaching hospital is one with at least 25 FTE residents per 100 inpatient beds.

[2] NE US Median data from The "2006 Almanac of Hospital Financial & Operating Indicators." The Center for Healthcare Industry Performance Studies (CHIPS)/St. Anthony/Medicode INGENIX.

[3] Blank values indicate a facility with no current long term debt in the period covered. Ratio not applicable to quarterly analysis due to shortened time frame.

[4] Blank values indicate a facility with no long term debt net of current portion in the period covered. Ratio not applicable to quarterly analysis due to shortened time frame.

[5] Net Patient Service Revenue includes Premium Revenue.